



association of the
luxembourg fund industry



ALFI LEADING EDGE CONFERENCE LONDON

global distribution post-brexit

8 Northumberland Avenue London

12 October 2016

programme a.m.

08.00 – 08.45

Registration & breakfast

08.45 – 09.00

Welcome

Denise Voss, Chairman, ALFI

09.00 – 09.15

Chairperson's introduction

Denise Voss, Chairman, ALFI

09.15 – 10.0

Management Company & Fund Passporting post-Brexit

Key considerations for UK managers to retain the benefits of fund and marketing passporting in the EU and beyond

Moderator: Michael Ferguson, Vice Chairman International, ALFI & Partner, Asset Management Leader, EY, Luxembourg

Panelists: Jérôme Wigny, Partner, Elvinger Hoss Prussen, Luxembourg
Simon Crown, Partner, Clifford Chance LLP, London
Revel Wood, CEO, FundRock Management Company S.A., Luxembourg
Geoffrey Cook, Parthner, Brown Brothers Harriman (Luxembourg) S.C.A.

10.00 – 10.45

Today's and tomorrow's distribution markets

- The world map of funds
- USA, South Africa, Brazil, etc...
- The do's & don'ts of global distribution : a reality check from a distribution standpoint
- EU Commission cross border fund distribution consultation
- What ALFI is doing to open doors for global distribution

Moderator: José-Benjamin Longrée, Partner, Global Fund Distribution Leader, PwC, Luxembourg

Panelists: Rafael Aguilera, Executive Director, EY, Luxembourg
Luca di Patrizi, Country Manager, Pictet & Cie (Europe) S.A., Luxembourg
Martin Vogel, CEO, MDO Management Company S.A. Luxembourg
Speaker to be confirmed

10.45 – 11.10

Coffee break

11.10 – 12.10

How will Fintech impact fund distribution?

- the impact of Brexit on Fintech
- Innovation and digitalization
- Next generation technology platforms
- Enhancing transparency

Presentation of the ALFI study on "How will Fintech impact fund distribution?" by Simon Ramos, Partner Advisory and Consulting Investment Management, Deloitte Luxembourg

followed by an open discussion with:

Serge Weyland, Head of Financial Institutions, Banque Internationale à Luxembourg S.A. & Co-Chairman, ALFI Digital/FinTech Forum
Jean Devambez, Global Head of Product and Clients Solutions, BNP Paribas Securities Services, Paris
J.R Lowry, Senior Vice President & Head of EMEA, State Street Global Exchange, London
Marco Siero, Senior Sales Representative, Northern Trust Management Company S.A., Luxembourg

12.10 – 12.15

Chairperson's wrap up

12.15 – 13.30

Buffet lunch

programme p.m.

Afternoon sessions

13.30 – 13.35

Chairperson's introduction

Michael Ferguson, Vice Chairman International, ALFI & Partner, Asset Management Leader, EY

13.35 – 14.25

New Luxembourg product opportunities: spoilt for choice or perfect toolbox?

- Panorama of existing products and new product trends and opportunities: UCITS, SIF, SICAR, REITs, RAIF, ELTIFs, EuVECA, EuSEF...
- What product regime for which investors, distribution channels and asset classes?
- Practical experiences

Moderator: **Jean-Christian Six**, Investment Funds & Regulatory Partner, Allen & Overy, Luxembourg

Panelists: **Silke Bernard**, Partner, Linklaters LLP, Luxembourg
Daniela Klasen-Martin, Managing Director, Crestbridge S.A., Luxembourg
Gregory Robinson-Kok, Conducting Officer, FundRock Management Company S.A., Luxembourg
Antonio Thomas, Chairman, ManagementPlus (Luxembourg) S.A.

14.25 – 14.55

Coffee Break

14.55– 15.40

A practical guide to KYC & KYD

- Manual processes versus possible automation
- Needs for market standardization and developments

Moderator: **Marco Zwick**, Global Head of Compliance, RBC Investor & Securities Services, Chairman ALFI AML Committee

Panelists: **Enrico Turchi**, Managing Director, Pioneer Asset Management S.A., Luxembourg
Olivier Portenseigne, Managing Director & Chief Commercial Officer, FundSquare
Jon Wedgbury, ACA Compliance (Europe) Limited, London
Finnola Lawlor, Global Head of Transfer Agency, Société Générale Securities Services, Luxembourg

15.40 – 16.30

Change in Global Distribution Regulations in Europe and beyond

- MIFID II, revision of prospectus directive, PRIIPs, KIIDs, CMU
- Asian & other regional initiatives
- Practical solutions for UK-based managers

Moderator: **Marc-André Bechet**, Director, Legal, ALFI, Luxembourg

Panelists: **Florence Stainier**, Partner, Arendt & Medernach S.A., Luxembourg
Anne-Sophie Minaldo, Partner, KPMG, Luxembourg
Rob Graham, Associate General Counsel, Franklin Templeton Investments, London
Philip Warland, Senior Public Policy Adviser, Fidelity International, London

16.30 – 16.35

Chairperson's wrap up and closing remarks

16.35 – 17.35

Closing drink

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